

1Q2016 RESULTS PRESENTATION

(January – March)



MADRID, MAY 4TH 2016



1Q16 HIGHLIGHTS

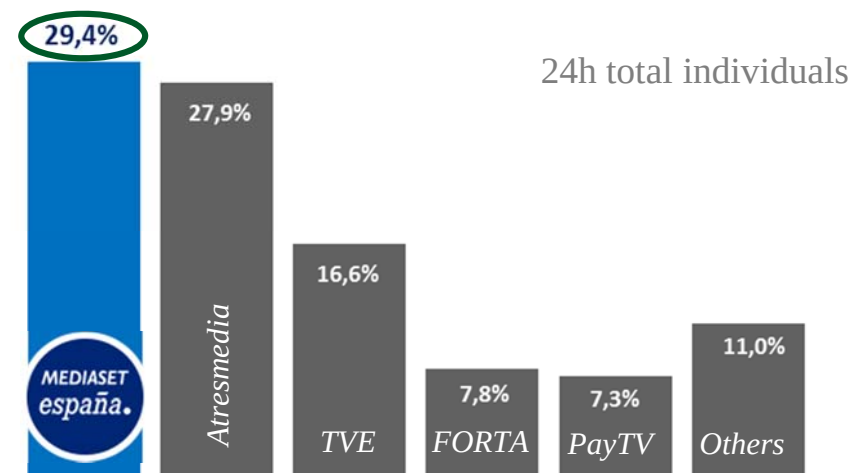
1Q16 FINANCIALS

€ Million	1Q16	1Q15	Var.
Total net revenues	230,7	220,7	4,6%
Total operating costs	160,0	174,0	-8,1%
EBITDA adj*	70,8	46,7	51,6%
EBITDA margin	30,7%	21,2%	+9,5pp
EBIT	65,6	42,1	55,7%
EBIT margin	28,4%	19,1%	+9,3pp
NET PROFIT	50,1	36,4	37,8%
EPS adjusted**	0,15 €	0,10 €	0,05 €
Free Cash Flow	67,7	49,6	18,1 €
Net cash position	168,1	299,6	

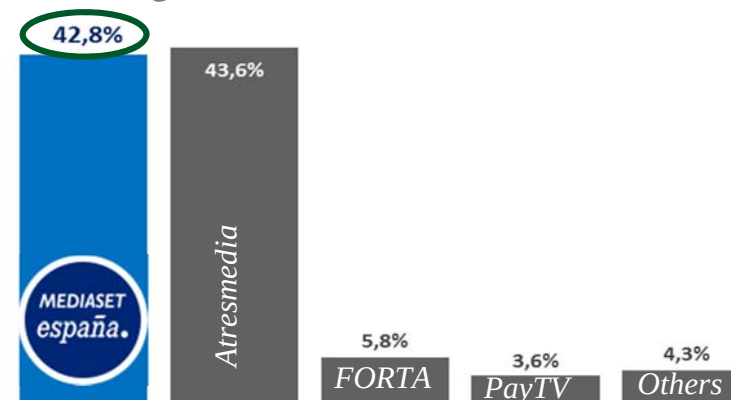
* EBITDA Adj, includes TV rights consumption

** Adjusted excluding the treasury stocks owned at March 31st

1Q16 AUDIENCE SHARE



1Q16 MARKET SHARE



Source: Kantar media and Infoadex

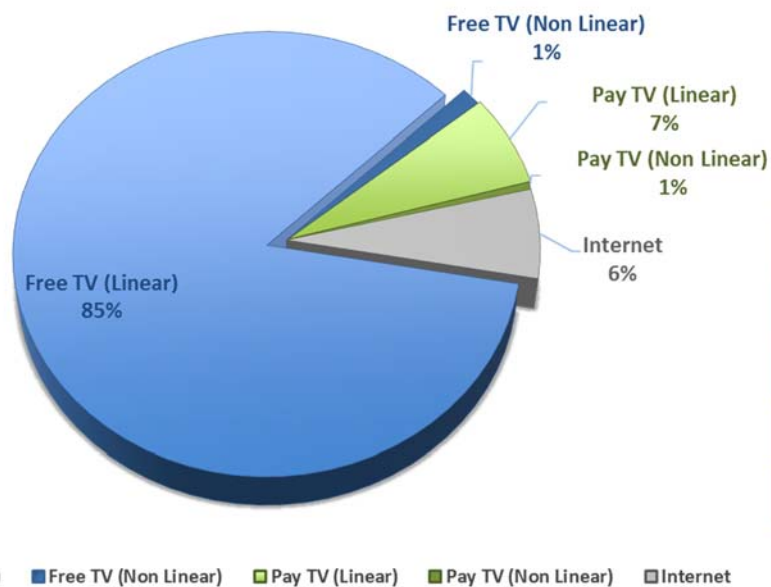


Broadcasting



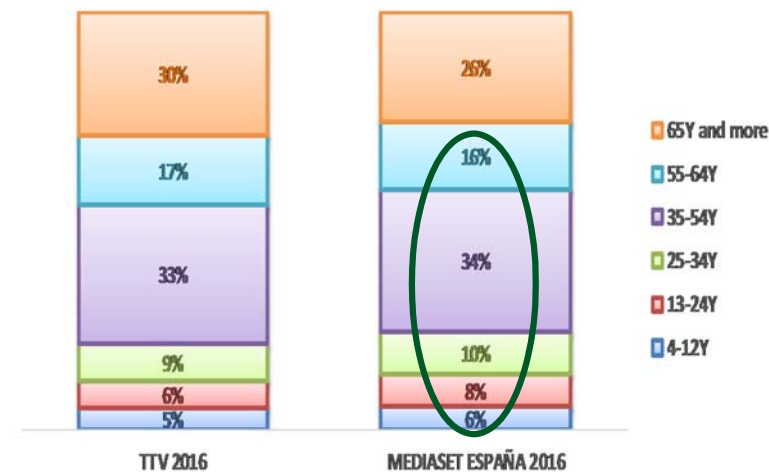
1Q16 audiovisual consumption

Total audio-visual consumption (average minutes per person):
more than 86% of consumption is Free TV
 (Linear+Non-Linear+OTT)



Minutes per day	1Q16
TOTAL	271
Free TV (linear)	230
Free TV (nonlinear)	3,5
Pay TV (linear)	18
Pay TV (nonlinear)	1,4
Internet video	17,6

Total TV consumption by age groups:



Source: Kantar media and ComScore
 (does not include mobile phones)

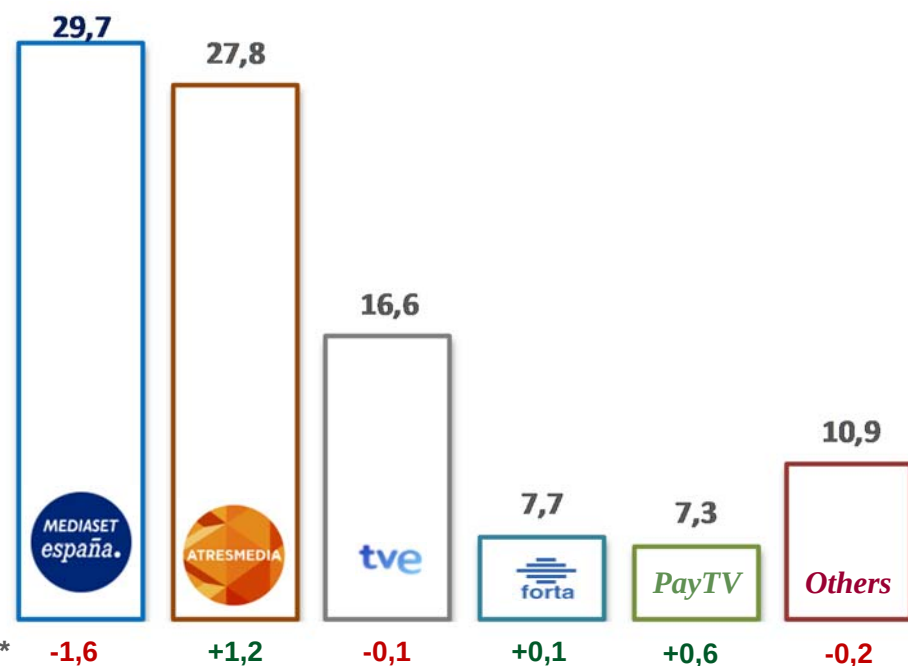


2016 audience*

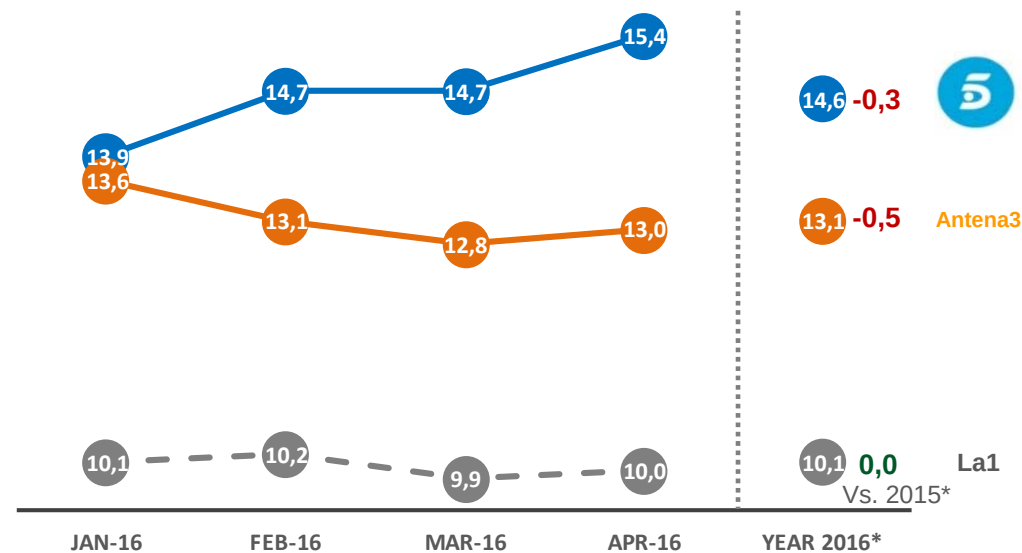
Mediaset España and its main channel Telecinco leads

24h audience
Total individuals

Audience share YTD per groups*



Audience share per channel



Source: Kantar media

*Average audience January 1st – April 30th

Mediaset España launches its 7th channel





Cinema



2016: A promising start to the year and new releases by the year end

2016YTD* box-office results

Ranking of the 2016 most successful
Spanish movies

Gross Box-office (€)

- 1 **Cien años de perdón** 6,6m*
- 2 **KIKI, el amor se hace** 4,6m*
- 3 El pregón 1,8m
- 4 Julieta 1,7m*
- 5 Tenemos que hablar 1,3m



€ Million

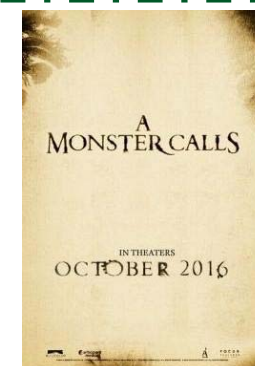
*Source: Rentrak as of May 3rd 2016

Historic Spanish box-office results

Gross Box-office (€) Year

- 1 **8 apellidos vascos** 57,7m 2014
- 2 **Lo Imposible** 42,3m 2012
- 3 **8 apellidos catalanes** 36,2m 2015
- 4 Los Otros 27,2m 2001
- 5 **El Orfanato** 25,0m 2007

*To be released by
October 2016*



Internet

2016: establishing new records

*Mediaset españa's monthly
unique browsers 1Q16*

average (in millions)



*Mediaset España's Apps
download (in millions)*

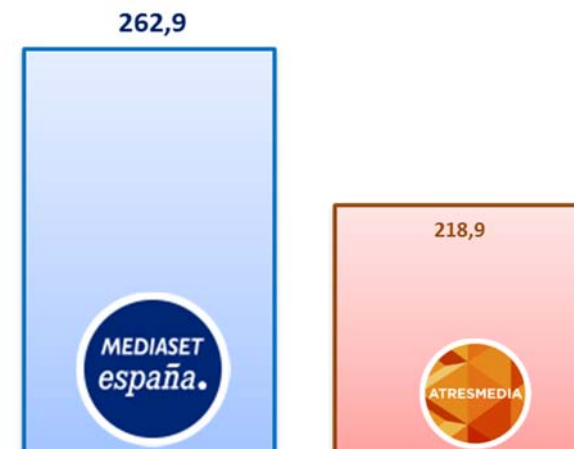


Mediaset España's OTT

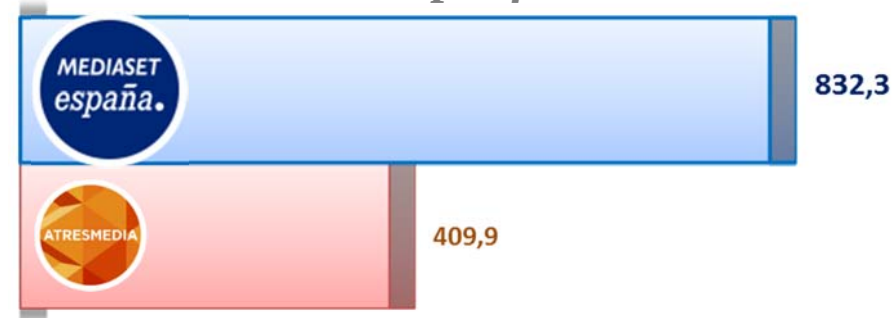


Mitele records a total of 133m video served in 1Q16.
More than 53% of Mitele users are aged between 15 & 34 years

*Millions of videos distributed in
1Q16 on broadcaster's platforms*



*Millions of pages viewed in 1Q16 on
broadcaster's platforms*



Internet

Mediaset España have the most loyal unique viewers

Video viewing ranking per media company

Total minutes (million)

Minutes per unique viewer

1 **MEDIASETespaña.** 592 251

2 **ATRESMEDIA** 292 113

3 **rtve** 255 136

4 **PRISA** 142 50

5 **Unidad Editorial** 127 43

Average time spent ranking per media company

Total minutes (million)

Average minutes per unique viewer

1 **Unidad Editorial** 1.455 72

2 **MEDIASETespaña.** 1.325 124

3 **vocento** 981 54

4 **PRISA** 886 47

5 **ATRESMEDIA** 701 66

Source: ComScore and Omniture

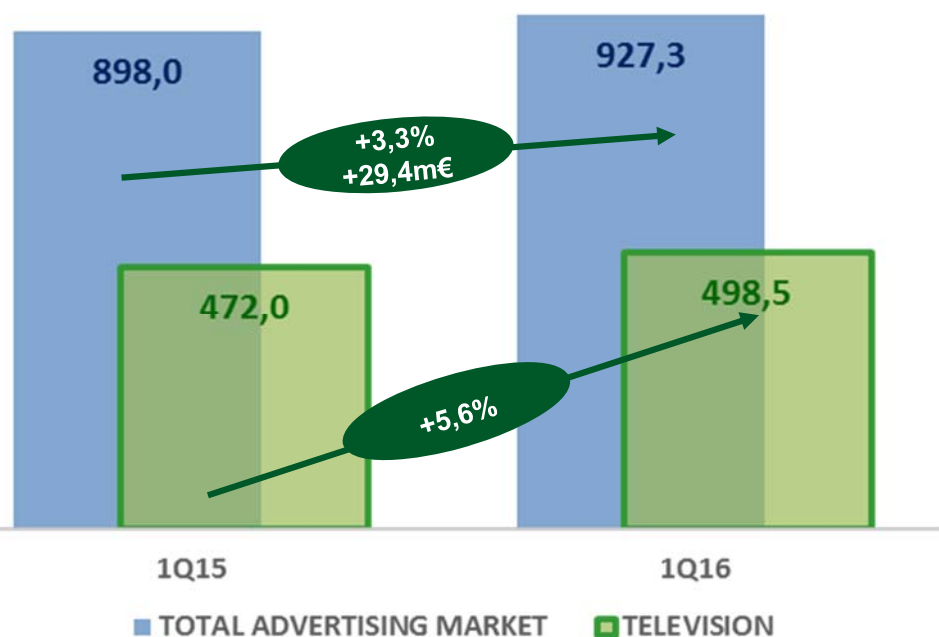
Data: March 2016



Advertising

1Q16 Total advertising market

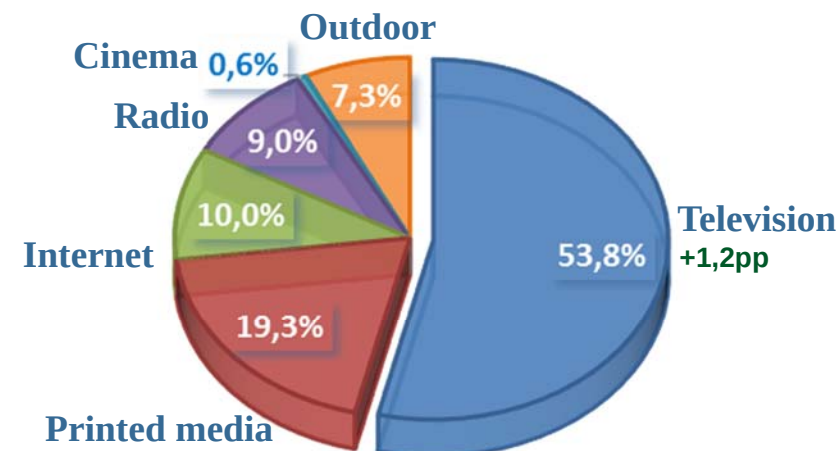
Advertising market evolution



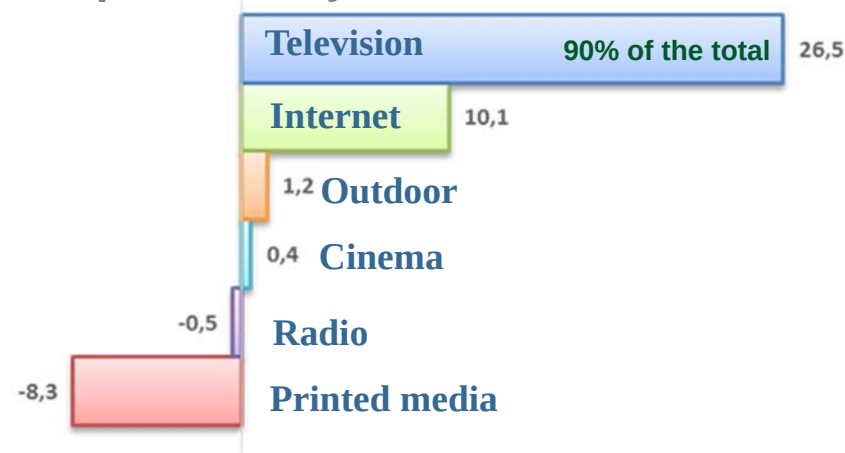
€ Million

Source: Infoadex
Internet data only includes graphic formats

Market share per media



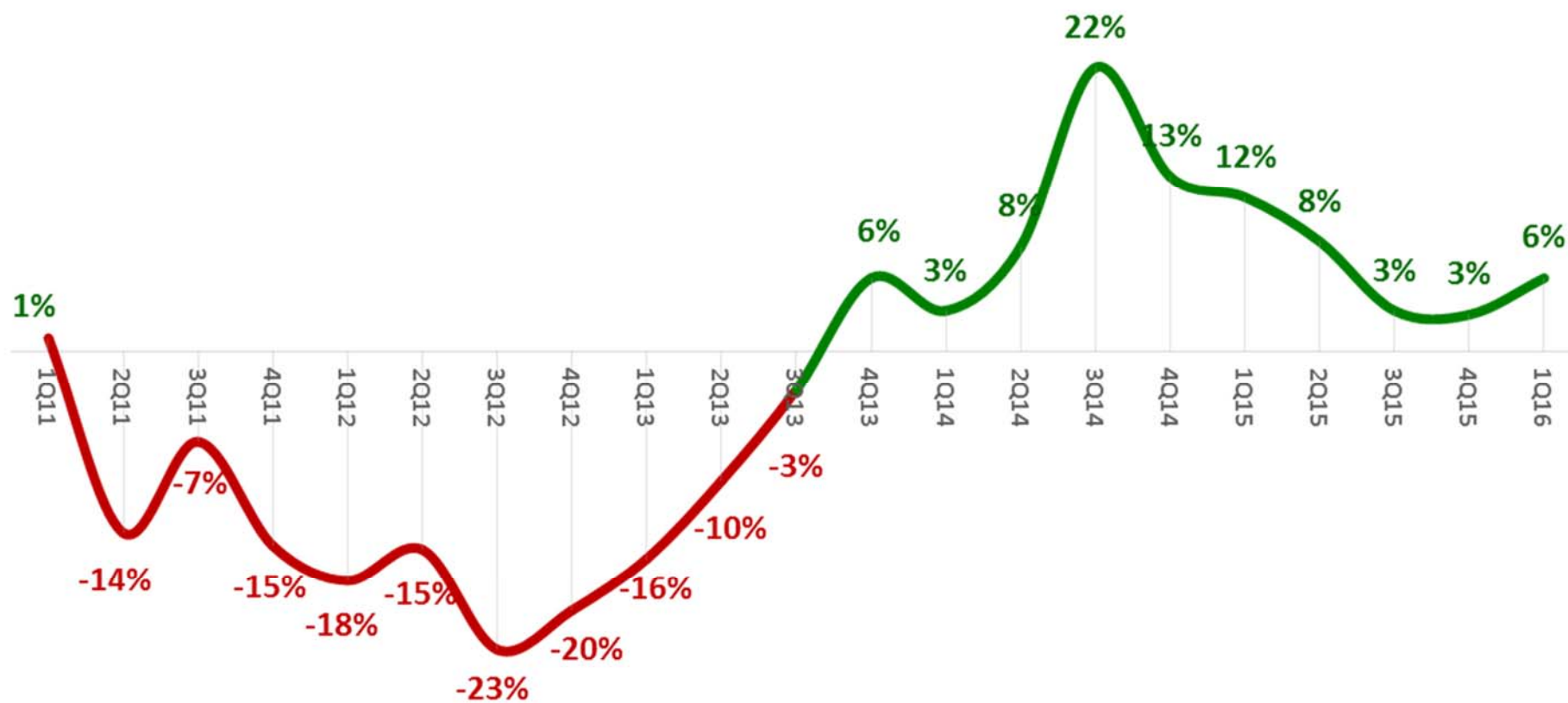
Performance by media 1Q16 vs. 1Q15 (m€)





Total TV advertising market

*Total TV investment quarterly evolution 2011-2016**



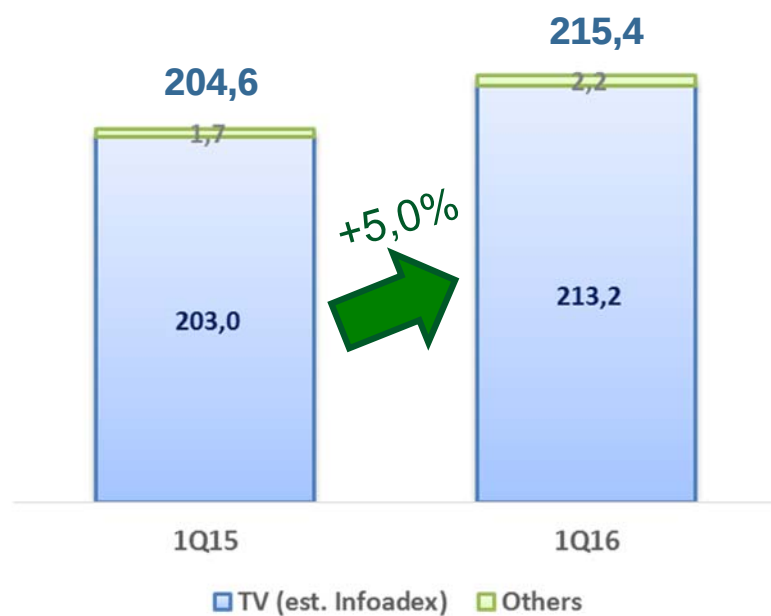
* vs. same period of the previous year

Source: Infoadex

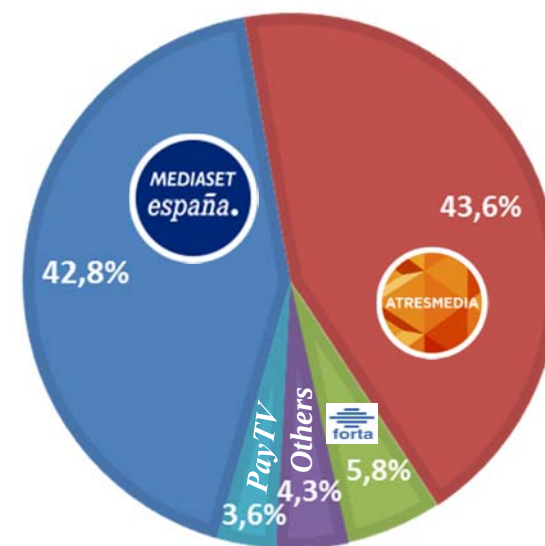


1Q16 Mediaset España advertising revenues & share

Own media's advertising revenues



TV Advertising market share



MEDIASETespaña. TV Commercial strategy

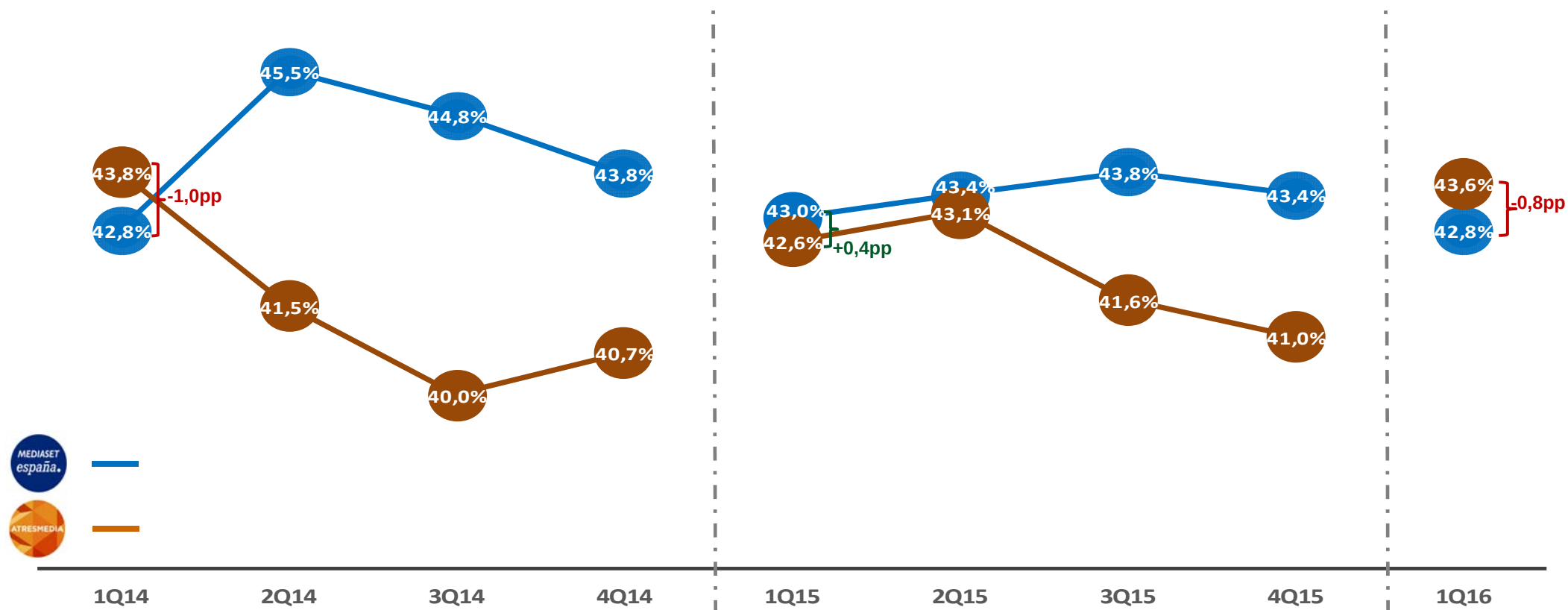
	Audience	Var %	Seconds	GRP (20'')	C/GRP's
1Q16	29.4%	-6.7%	+13.7%	+2.8%	+2.3%

€ Million

Source: Infoadex, Kantar media and Publiespaña

2014-16 advertising market share by quarters

Mediaset España quarter by quarter increases the gap vs its main competitor



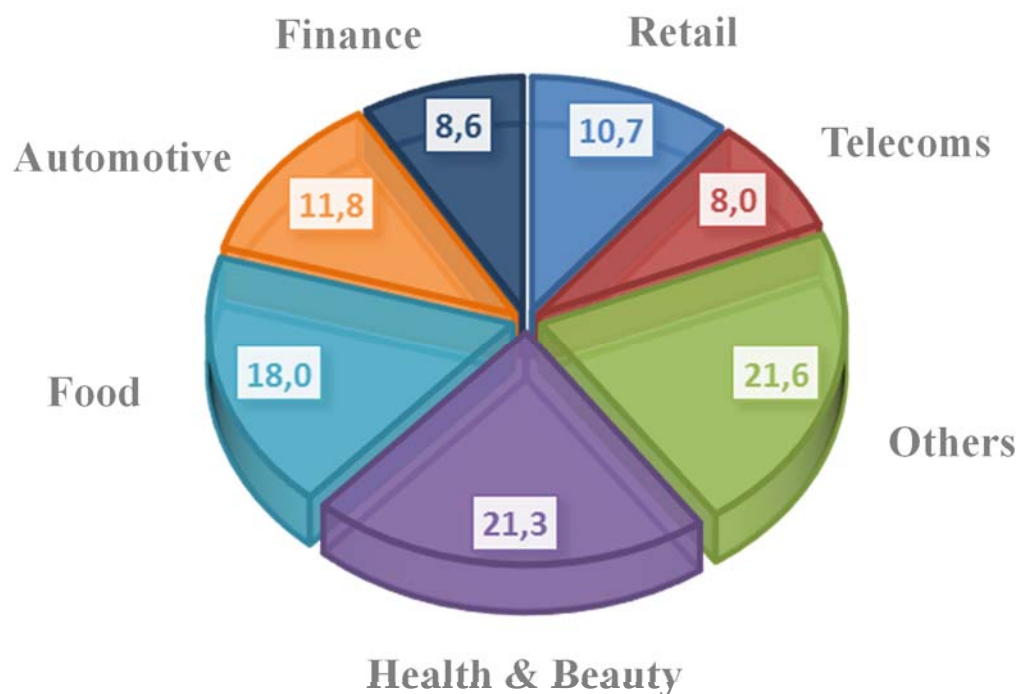
Source: Infoadex

* During 2nd and 3rd quarter 2014, Mediaset España broadcasted the Football World Cup

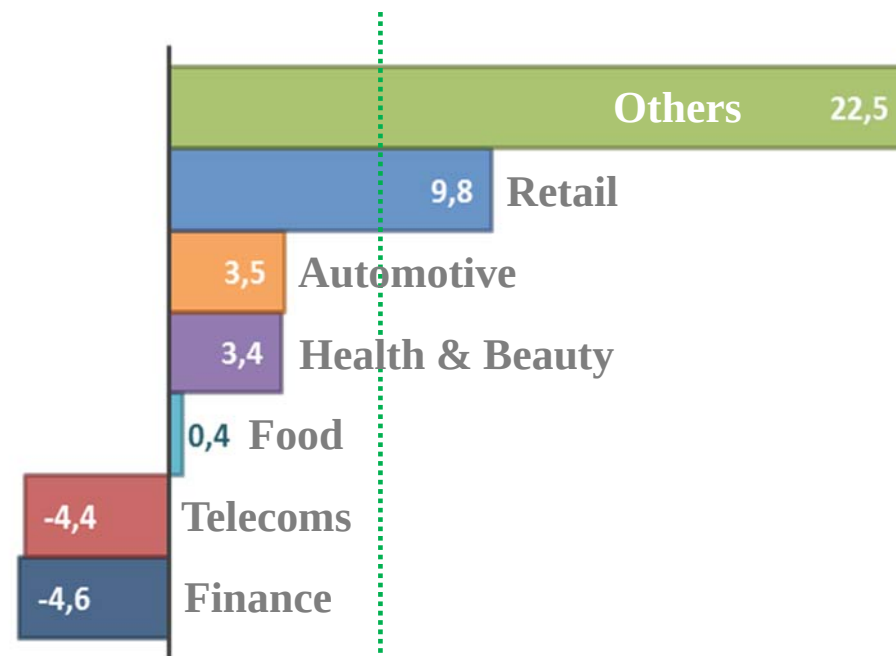


1Q16 TV advertising market by sectors

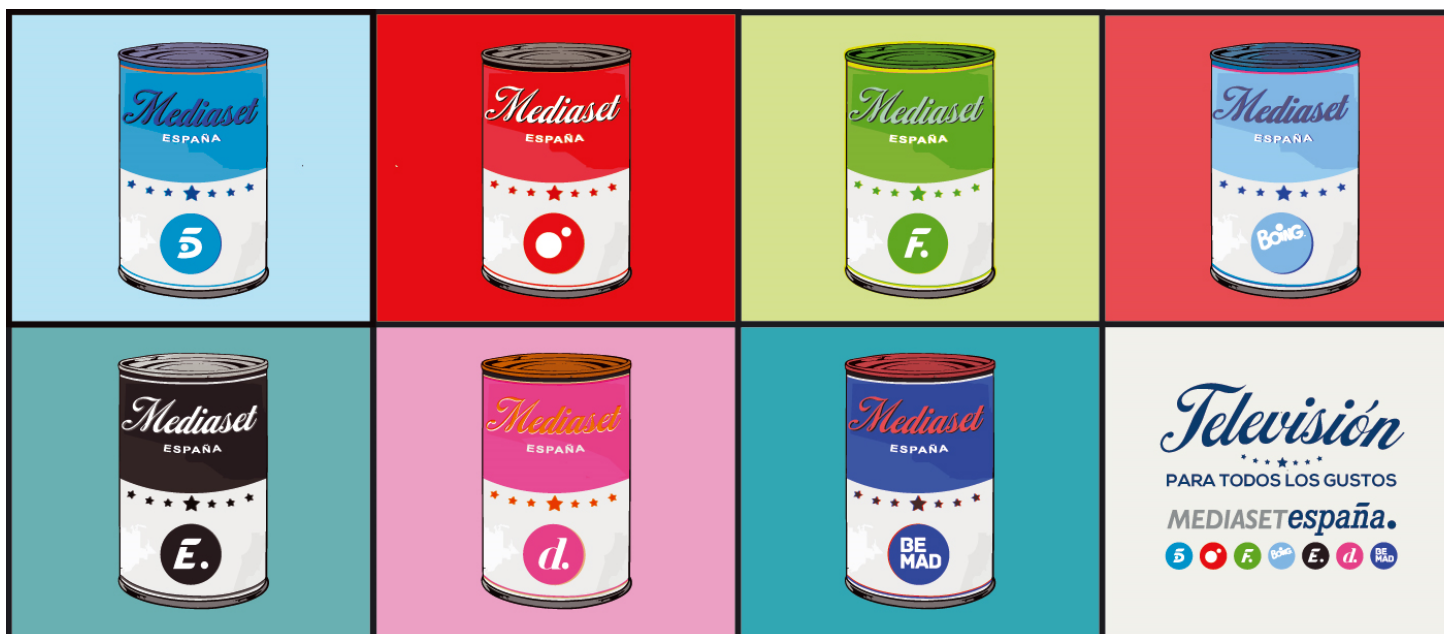
*Sector breakdown
(% on total adv. Sales)*



*Sector growth (%)
(1Q16 vs. 1Q15)*



1Q16 TV market evolution: +5.6%



Financial results



1Q16 consolidated financial results

Growing margins and profitability

€ Million

	1Q16	1Q15	VAR %
Net advertising revenues	214,1	207,7	3,0%
Other revenues	16,7	13,0	28,7%
Total net revenues	230,7	220,7	4,6%
Total operating costs	160,0	174,0	-8,1%
Personnel	24,8	25,9	-4,2%
TV rights amortisation	45,9	37,5	22,3%
Other operating costs	89,3	110,6	-19,3%
EBITDA adj (1)	70,8	46,7	51,6%
PPA Amortisations	2,0	2,0	-
Amortisations & depreciations	3,2	2,6	24,7%
EBIT	65,6	42,1	55,7%
Pre-Tax profit	64,2	47,6	34,8%
Net profit reported	50,1	36,4	37,8%
EPS*	0,15 €	0,10 €	49,9%
EBITDA adj/ Total net revenues	30,7%	21,2%	+9,5pp
EBIT/ Total net revenues	28,4%	19,1%	+9,3pp
NET PROFIT Reported/ Total net revenues	21,7%	16,5%	+5,2pp

(1) Recurring EBITDA Adj, includes TV rights consumption

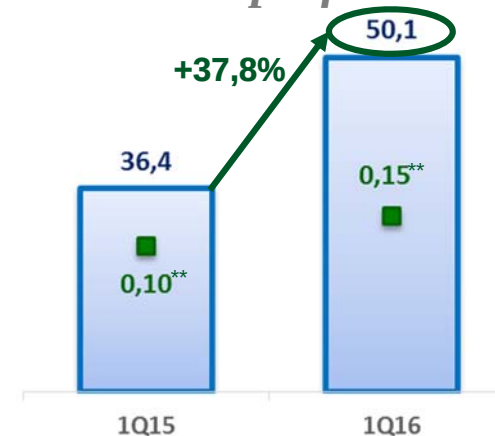
* Adjusted excluding the treasury stocks owned as of March 31st

*EBIT margin**



* EBIT/Total net revenues

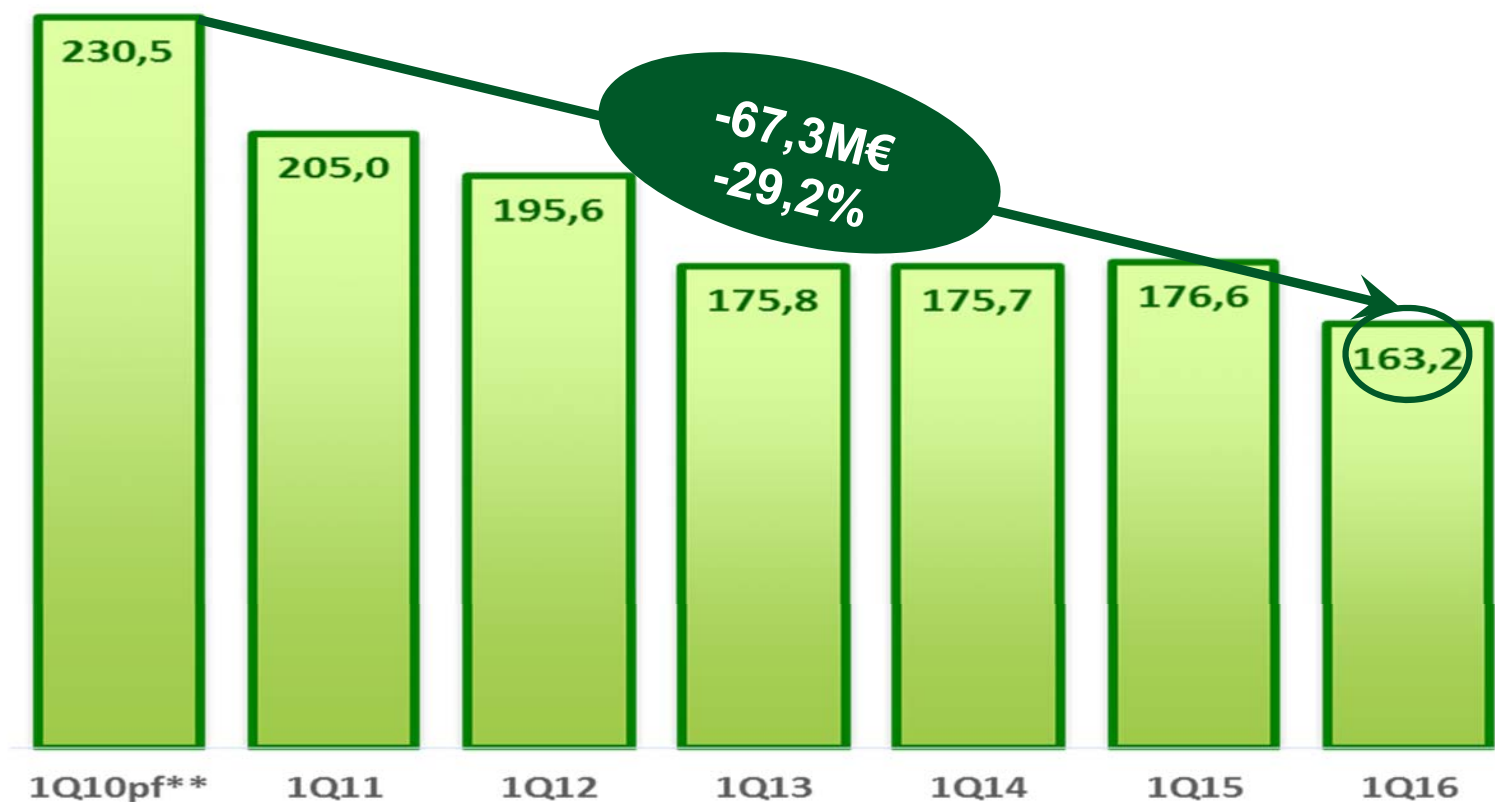
Net profit



** EPS (€) adjusted excluding treasury stocks as of March 31st

Cost management

More than 67m€ savings in 6Y (-29%)



€ Million

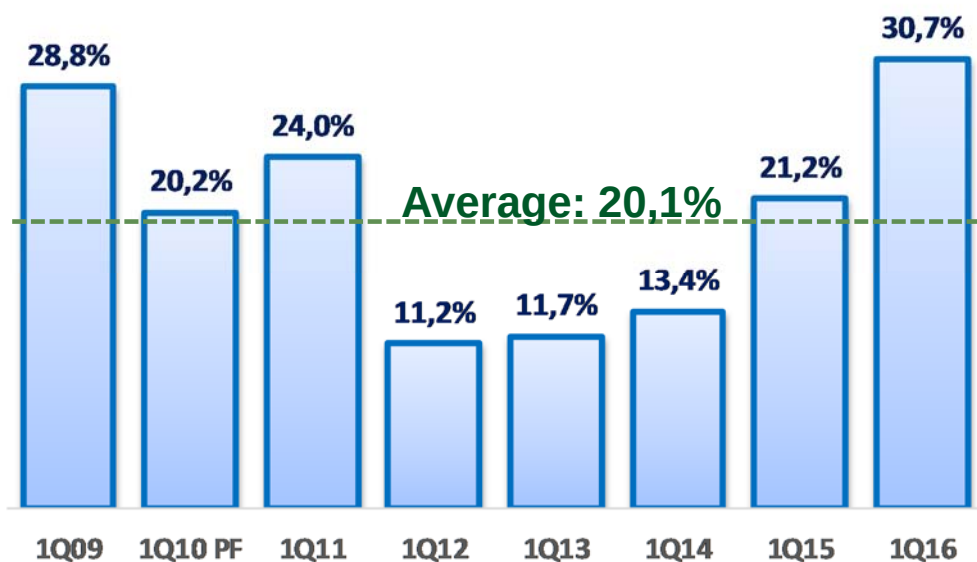
**Pro-forma consolidated P&L accounts under IFRS of Mediaset España's Group and Sogecuatro's Group



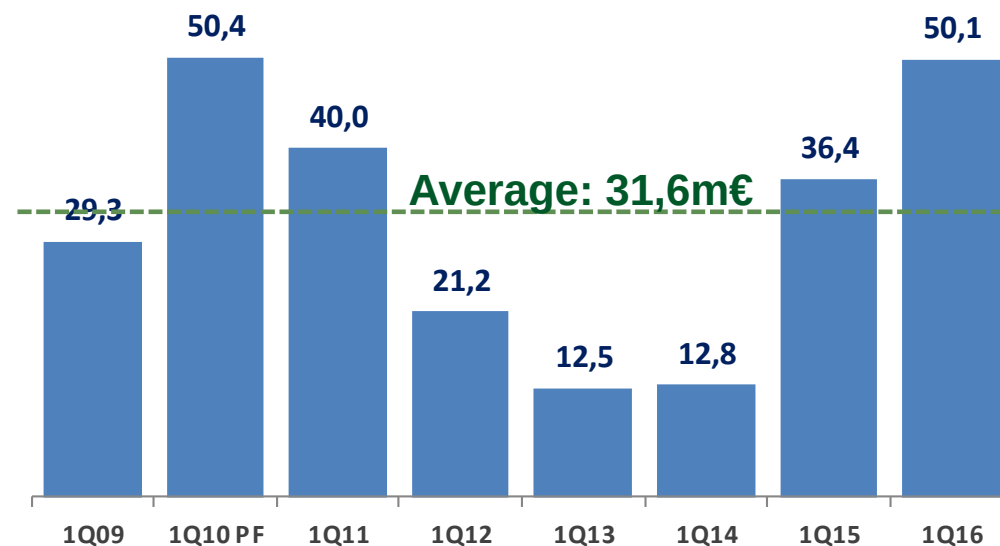
A growth story: 1Q 2009-2016

Steadily moving towards pre-crisis levels

*EBITDA margin**



Net profit



€ Million

* EBITDA/Total net revenues

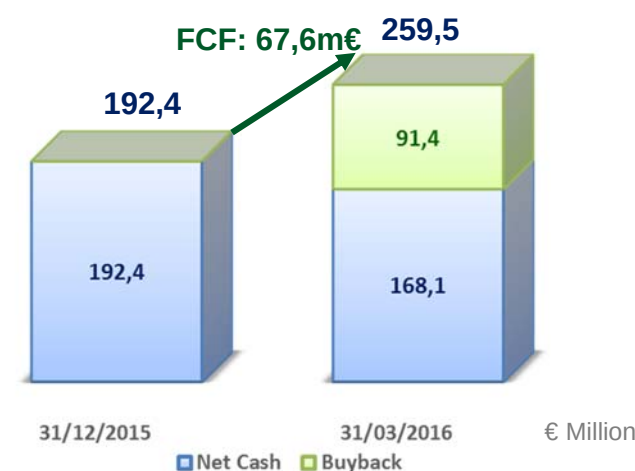
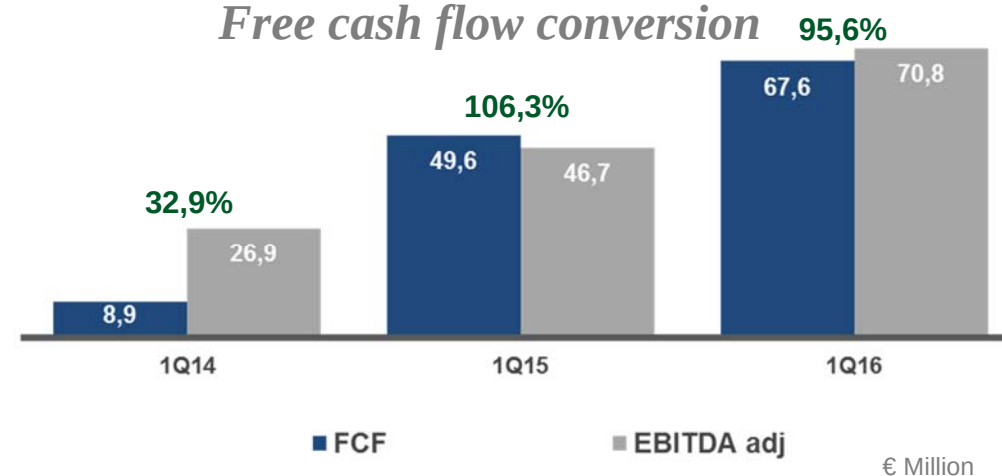


1Q16 Consolidated cash flow

High free cash flow generation

€ Million	1Q16	1Q15	Diff. in € million
Initial cash position	192,4	265,7	-73,3
Free cash flow	67,6	49,6	18,0
Cash flow from operations	111,8	92,2	19,6
Net investments	-105,3	-83,9	-21,4
Change in net working capital	61,1	41,3	19,8
Change in equity	0,6	-2,4	3,0
Financial Investments	-92,5	-13,3	-79,2
Dividends received	0,0	0,0	0,0
Dividend payments	0,0	0,0	0,0
Total net cash flow	-24,3	33,9	-58,2
Final net cash position	168,1	299,6	-131,5
Free cash flow/EBIT	103,2%	117,8%	

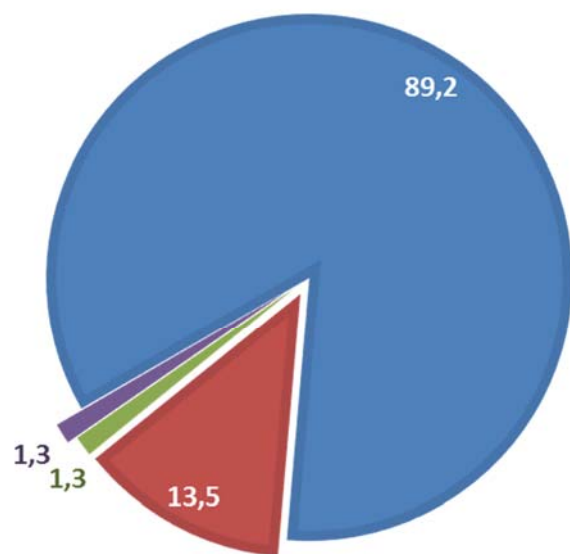
*The golden rule of MES:
Free cash flow conversion*



Net investments

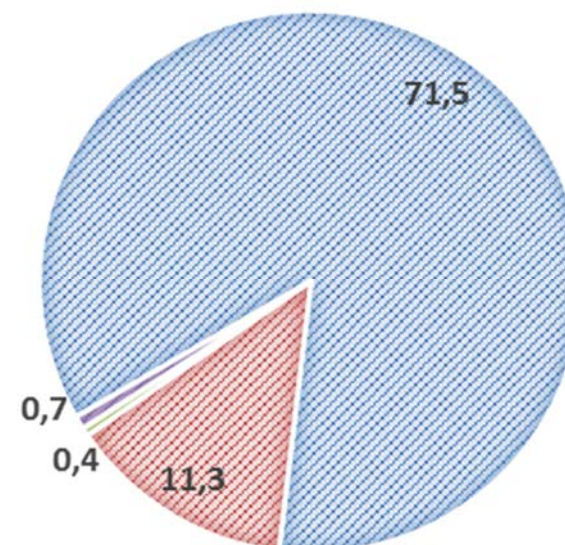
€ Million

1Q16: 105.3€



■ TV Rights Non-Fiction ■ TV Rights - Fiction
■ Co-production/Distribution ■ Tangible & intangible fixed assets

1Q15: 83.9€





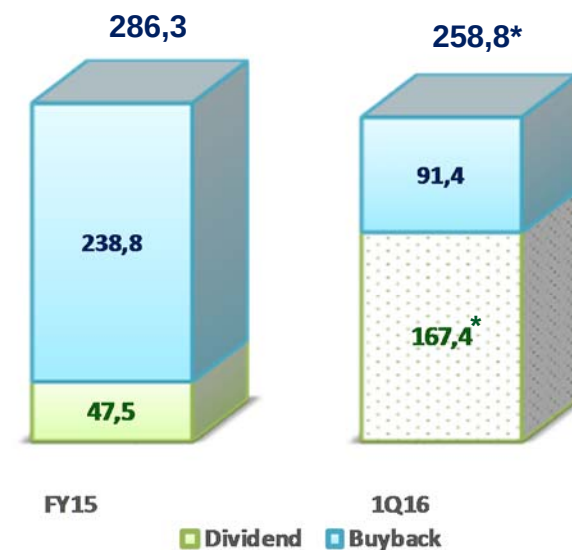
Balance sheet

Solid balance and high shareholder's remuneration

€ Million	1Q16	FY 2015
Fixed assets	578,3	581,1
-Financial	318,2	317,8
-Non financial	260,1	263,3
Audiovisual rights and pre-payments	258,8	201,2
-TV, third party rights	220,7	163,8
-TV, Spanish fiction rights	25,6	22,8
-Co-production / distribution	12,6	14,6
Tax credit	125,6	134,5
TOTAL NON-CURRENT ASSETS	962,7	916,9
Current assets	222,1	257,7
Financial investments and cash	187,2	211,6
TOTAL CURRENT ASSETS	409,3	469,3
TOTAL ASSETS	1.372,0	1.386,2
SHAREHOLDERS' EQUITY	1.029,2	1.069,9
Non-current provisions	10,8	10,4
Non-current payables	9,4	8,5
Non-current financial liabilities	17,8	7,5
TOTAL NON-CURRENT LIABILITIES	38,0	26,4
Current payables	303,5	278,2
Current financial liabilities	1,3	11,6
TOTAL CURRENT LIABILITIES	304,8	289,8
TOTAL LIABILITIES	1.372,0	1.386,2

Shareholder's remuneration

€ Million



* Dividend distributed on April 19th 2016



Buyback plans execution

Year	Milestones	Shares n.	Average price	Total
2014	Treasury shares and market acquisition	34,583,222	€8.89	307.5M€
2015	Market acquisition	25,597,593	€11.50	294.0M€
2016	Market acquisition	9,963,121	€8.87	€88.4M€
TOTAL		70,143,936	€9.83	€689.9M€

Total investment in treasury shares: 689.9M€
(vs. 650M€ plan announced)

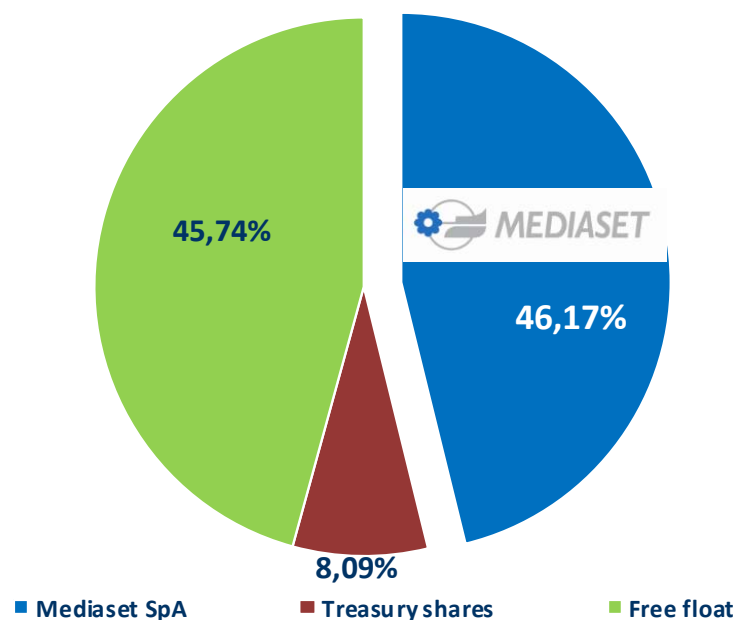
Year	Milestones	Shares n.
Pre 2015	Existing shares	406,861,426
2015	Shares cancelled at the AGM on April 15 th 2015	(40,686,142)
2016	Shares cancelled* at the AGM on April 13 th 2016	(29,457,794)
New share count	Cancellation of 70,143,936 shares	336,717,490

Value as of cancellation date: 808.6 M€

* Pending the cancelation at the "Commercial Registry"

Mediaset España's shareholder's structure

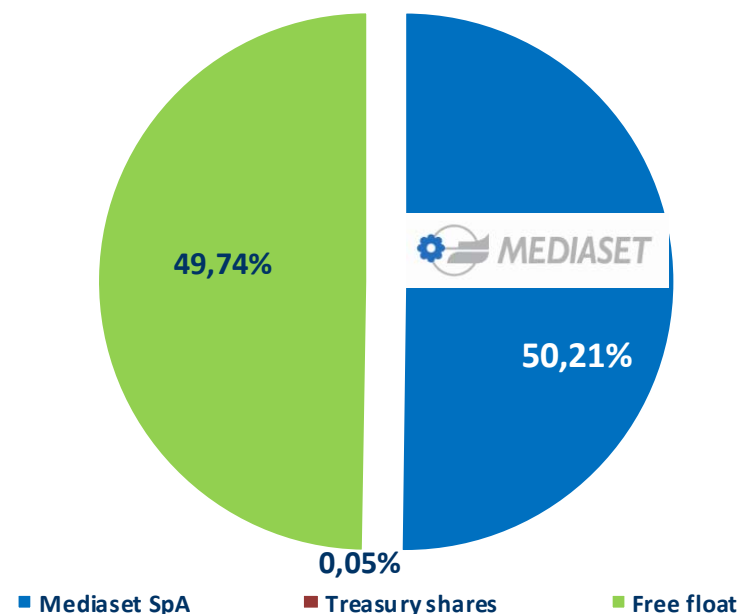
Shareholders structure before cancelation of shares



Share count: 366,175,284

* Pending the cancelation at the "Commercial Registry"

*Shareholders structure after April 13th 2016**



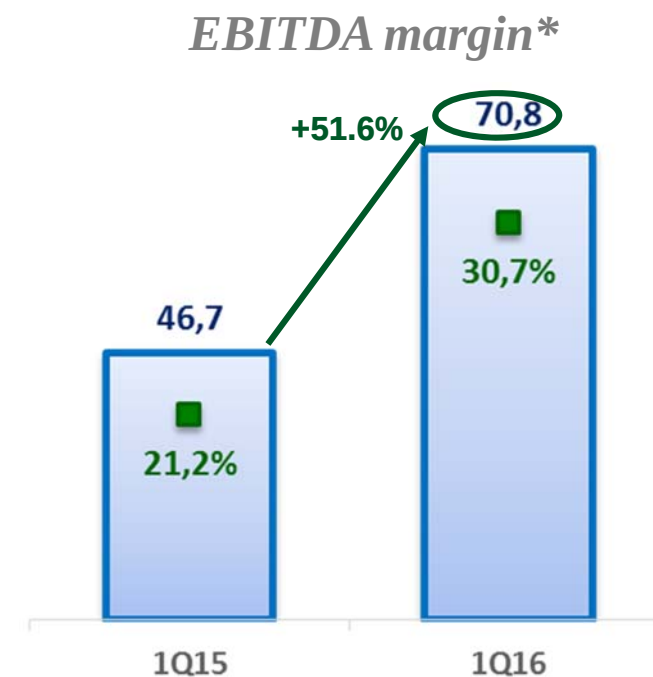
*New share count: 336,717,490**



Back-up

1Q16 consolidated P&L account (I)

€ Million	1Q16	1Q15	Var %
Gross Advertising Revenues	222,2	216,5	2,6%
- Mediaset España's medias	215,4	204,6	5,3%
- Third party's medias	6,8	11,9	-42,9%
Commission	-8,2	-8,8	-7,3%
Net Advertising revenues	214,1	207,7	3,0%
Other Revenues	16,7	13,0	28,7%
TOTAL NET REVENUES	230,7	220,7	4,6%
Personnel	24,8	25,9	-4,2%
TV Rights amortisation	45,9	37,5	22,3%
Other operating costs	89,3	110,6	-19,3%
Total operating costs (1)	160,0	174,0	-8,1%
EBITDA adj*	70,8	46,7	51,6%
EBITDA adj*/NET REVENUES	30,7%	21,2%	+9,5pp



* EBITDA adj./Total net revenues

* EBITDA Adj, includes TV rights consumption



1Q16 consolidated P&L account (II)

€ Million

	1Q16	1Q15	Var %
EBITDA adj*	70,8	46,7	51,6%
PPA amortisation (2)	2,0	2,0	0,0%
Depreciation tangible assets & provisions (3)	3,2	2,6	24,7%
<i>Total Costs (1+2+3)</i>	<i>165,2</i>	<i>178,6</i>	<i>-7,5%</i>
EBIT	65,6	42,1	55,7%
EBIT/NET REVENUES	28,4%	19,1%	+9,3pp
Equity consolidated results	-0,8	5,0	
Financial results	-0,5	0,6	
EBT	64,2	47,6	34,8%
Income taxes	-14,2	-11,3	
Minority interest	0,1	0,0	
NET PROFIT	50,1	36,4	37,8%
EPS	0,15 €	0,10 €	49,9%
NET PROFIT/NET REVENUES	21,7%	16,5%	+5,2pp

*EBIT margin**



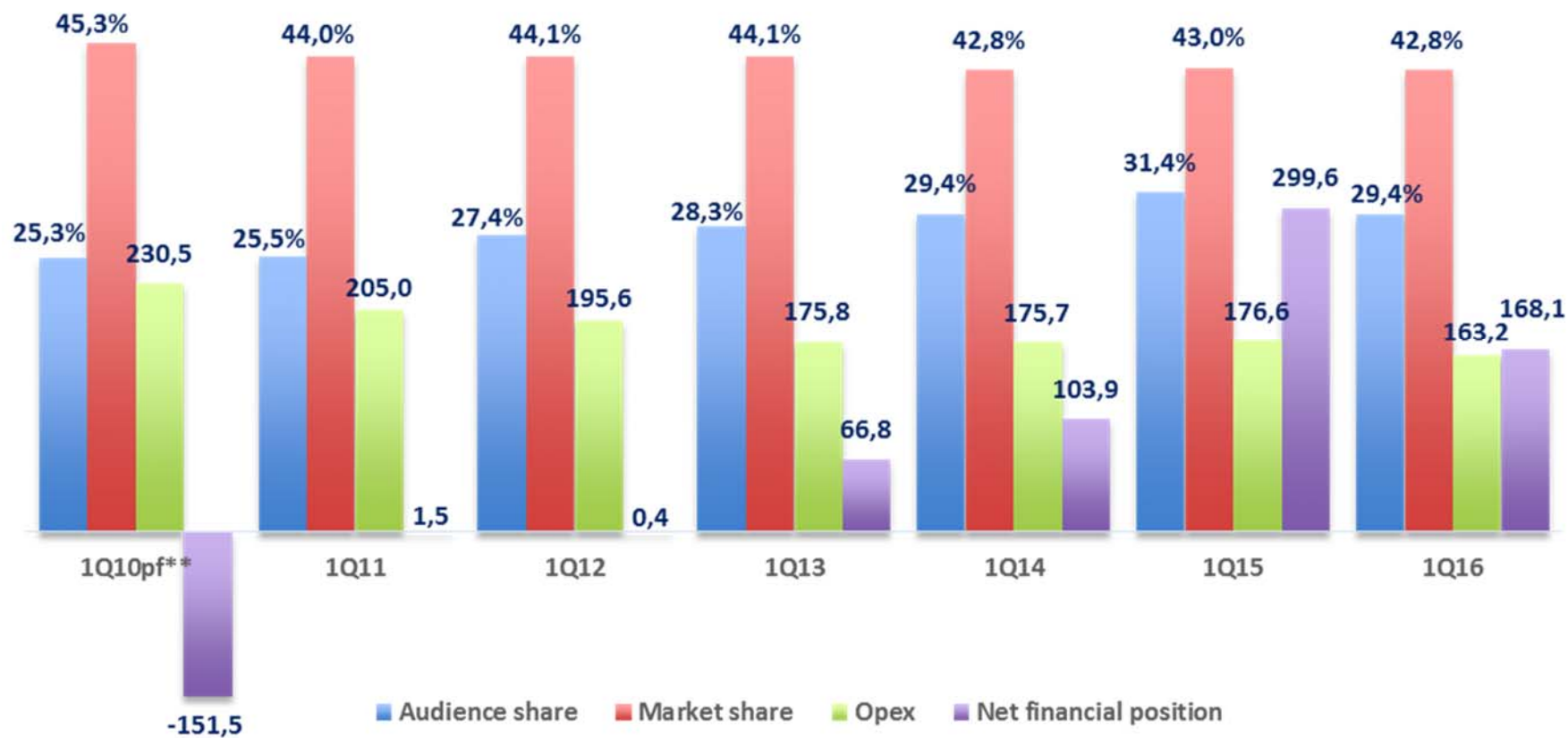
* EBIT/Total net revenues

* EBITDA Adj, includes TV rights consumption

** adjusted excluding the treasury stocks owned at March 31st



The virtuous circle of Mediaset España



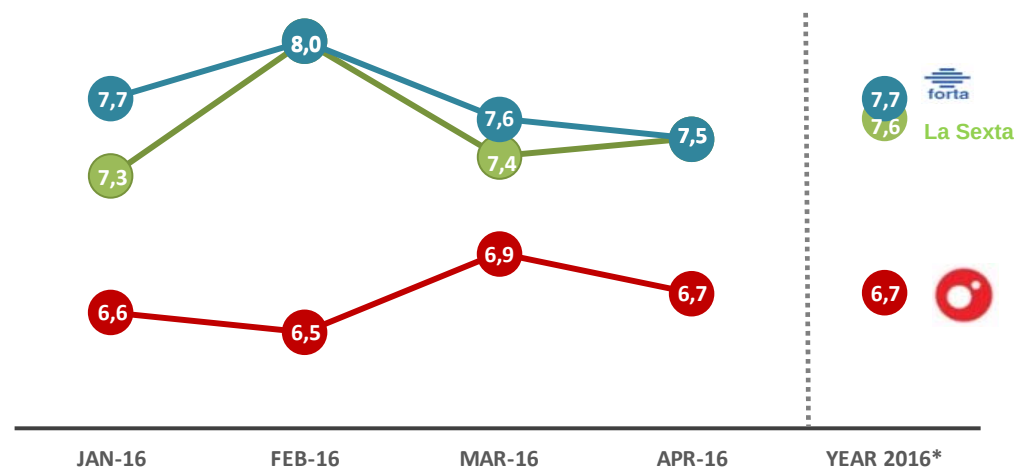
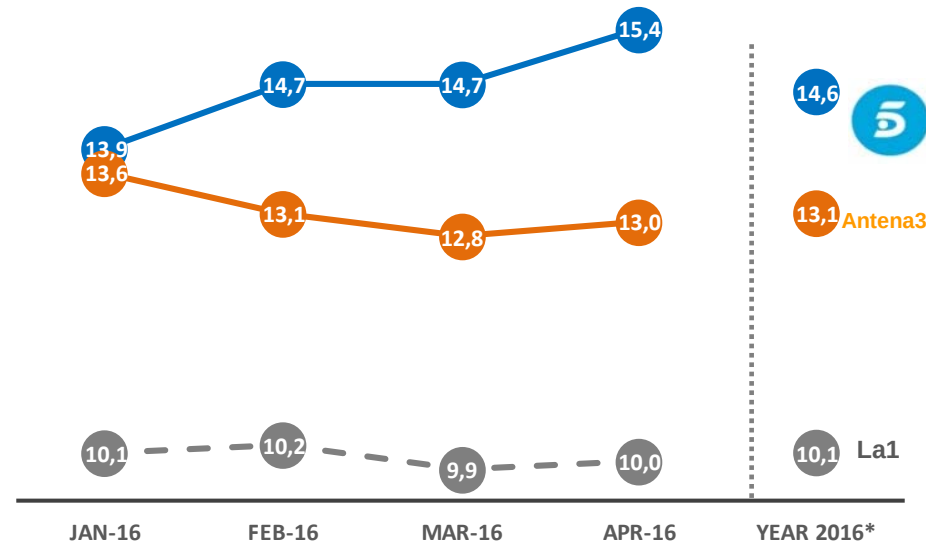
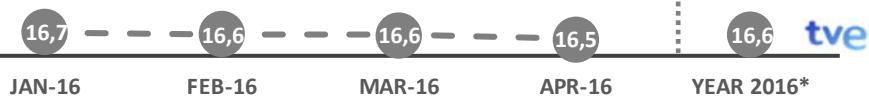
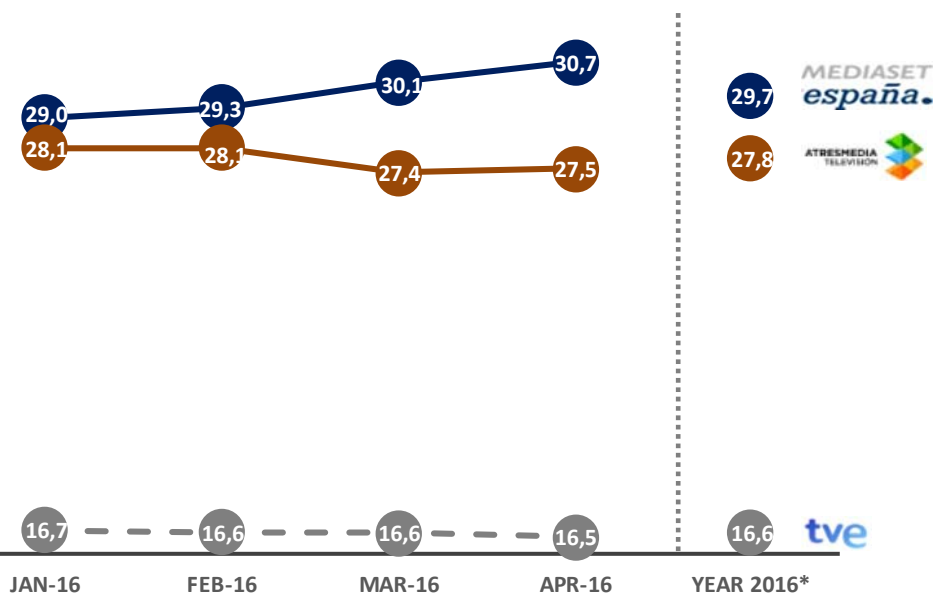
€ Million

**Pro-forma consolidated P&L accounts under IFRS of Mediaset España's Group and Sogecuatro's Group

Source: Kantar media (24h total individual audience share) and Infoadex

2016 audience

24h total individuals YTD*



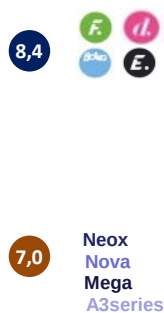
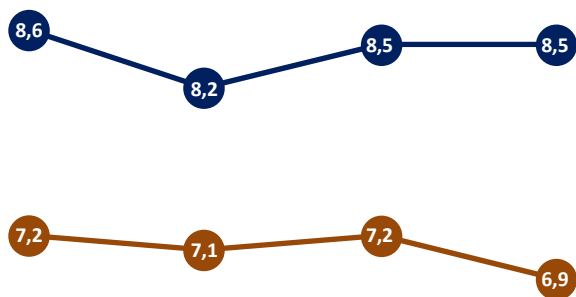
Source: Kantar media

* Audience average: 1/1-30/4/16

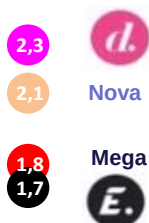
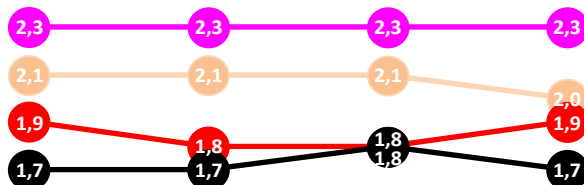


2016 audience

24h total individuals YTD*



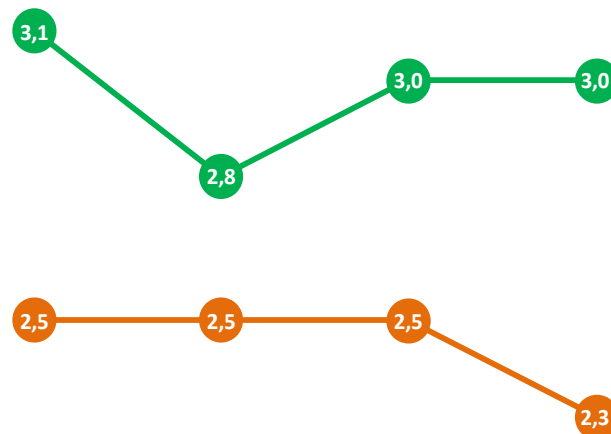
JAN-16 FEB-16 MAR-16 APR-16 YEAR 2016*



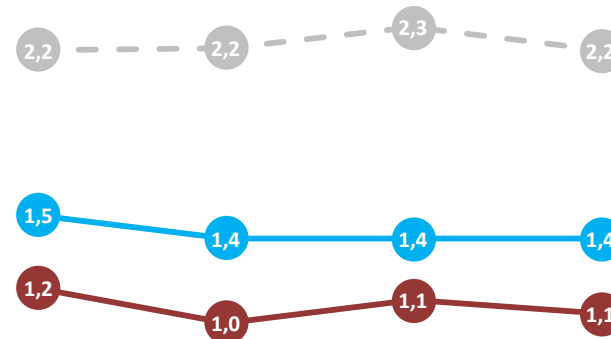
JAN-16 FEB-16 MAR-16 APR-16 YEAR 2016*

Source: Kantar media

* Audience average: 1/1-30/4/16



JAN-16 FEB-16 MAR-16 APR-16 YEAR 2016*



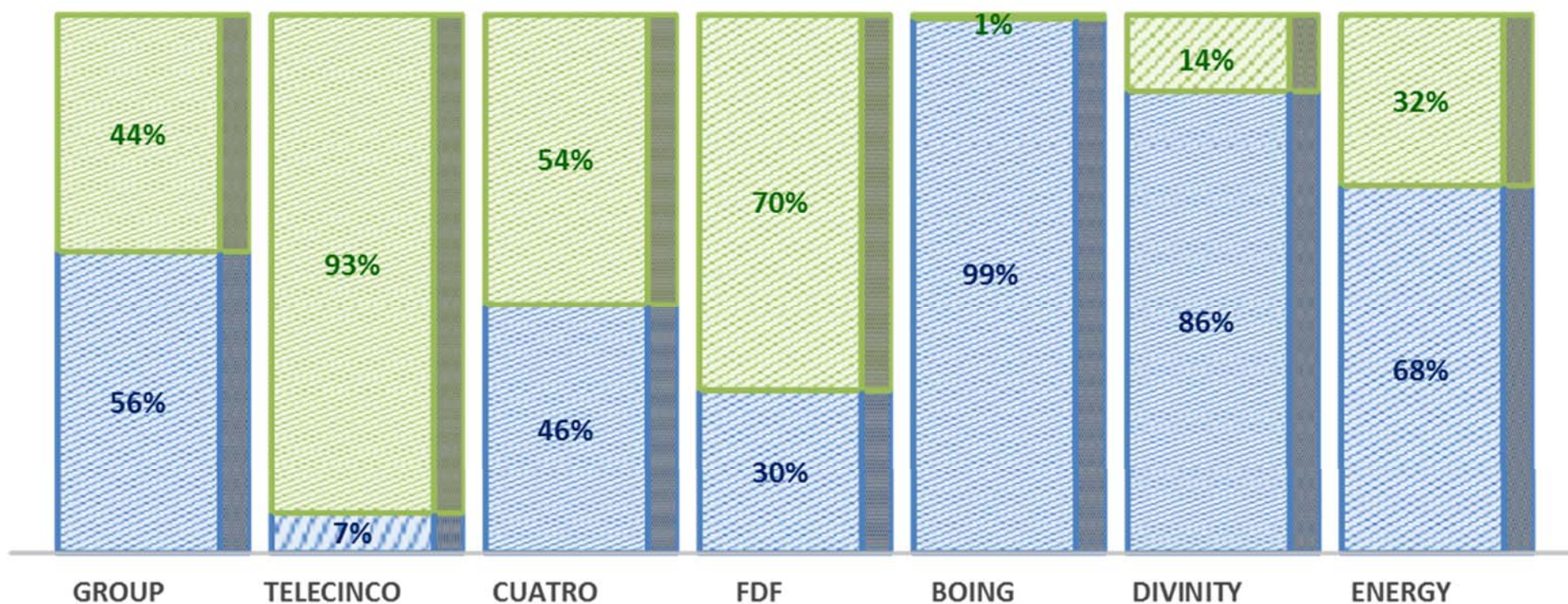
JAN-16 FEB-16 MAR-16 APR-16 YEAR 2016*



31

1Q16 Group's programming mix

In-house production vs. library in terms of broadcasted hours

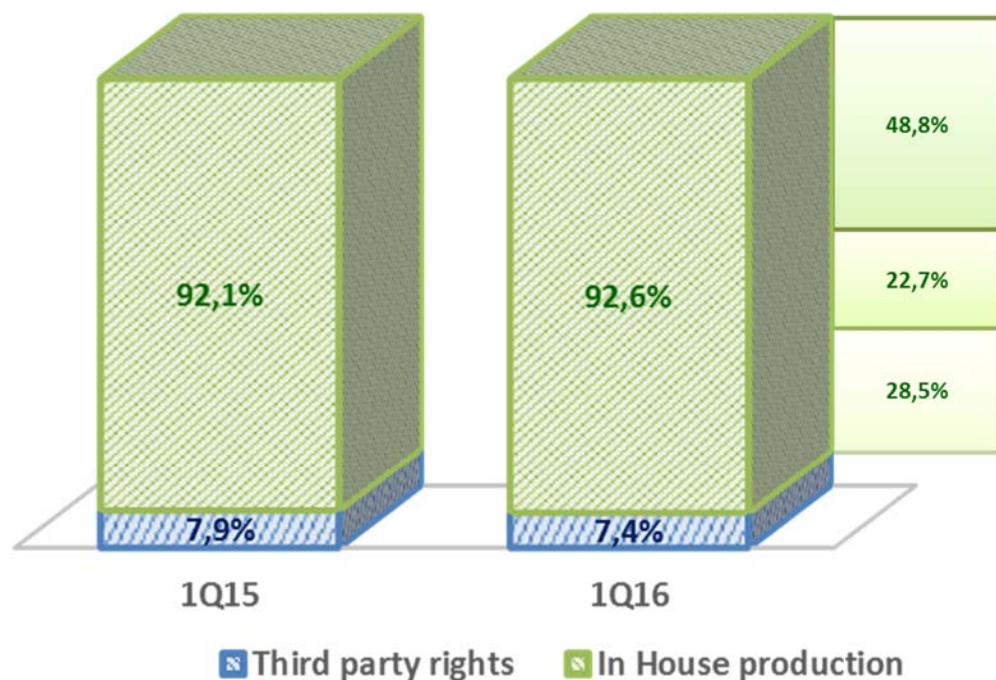


In-house production Third party rights



1Q16 Telecinco's programming mix

In-house production vs. library in terms of broadcasted hours

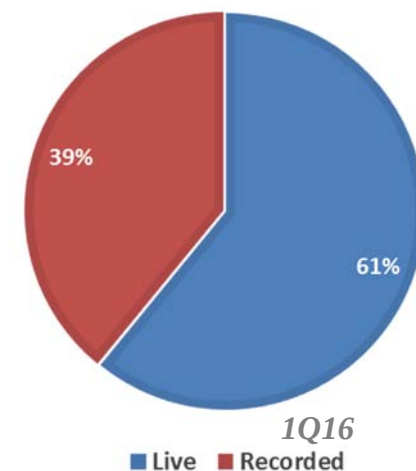
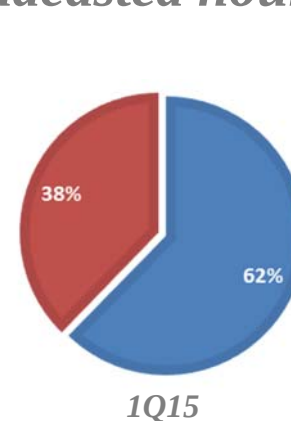


Production with independent companies
(1Q15: 47,8%)

Produced by Mediaset España
(1Q15: 23,2%)

Production with participated companies:
(1Q15: 29,0%)

- *La fábrica de la tele*
- *Mandarina*
- *Super sport*





Disclaimer

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